

Message Text

LIMITED OFFICIAL USE

PAGE 01 HONG K 02110 251022Z

47

ACTION AGR-08

INFO OCT-01 EUR-12 EA-07 ISO-00 TRSE-00 EB-07 /035 W

----- 125294

R 250855Z FEB 76

FM AMCONSUL HONG KONG

TO SECSTATE WASHDC 9283

INFO AMEMBASSY PARIS

AMEMBASSY BANGKOK

LIMITED OFFICIAL USE HONG KONG 2110

FOR AGRICULTURE, FAS, FMD, DIRECTOR, EXPORT TRADE SERVICES DIV;

INFO: ASS'T ADMINISTRATOR, INTERNATIONAL POLICY

PASS TREASURY FOR FOREIGN ASSETS CONTROL

FROM: AGRICULTURAL OFFICER

E.O. 11652: N/A

TAGS: EAGR, EEWT, VS, VN

SUBJECT: VIETNAM--POSSIBLE DIVERSION OF U.S. AGRICULTURAL
COMMODITIES

REF: TOFAS 13 (HONG KONG 1659)

SUMMARY: HONG KONG-ORIGIN TRADE OPPORTUNITY FOR EXPORT OF U.S.

HOPS TO "SOUTHEAST ASIA" IS PROBABLY ATTEMPT TO OBTAIN U.S.

AGRICULTURAL COMMODITIES FOR VIETNAM. END SUMMARY.

1. ON FEBRUARY 13, 1976 AGRICULTURAL OFFICER WAS CONTACTED BY
PAUL HO, MANAGING DIRECTOR, WORTH TRADING COMPANY, ROOM 302,
QUEEN'S BLDG., 74 QUEEN'S ROAD CENTRAL, HONG KONG, WITH URGENT
REQUIREMENT FOR FIFTY(50) METRIC TONS OF U.S. HOPS FOR UN-
SPECIFIED S.E. ASIA DESTINATION. AGRICULTURAL OFFICER
SUPPLIED NAMES OF THREE MAJOR U.S. EXPORTERS AND SENT "AGRI-
CULTURAL TRADE OPPORTUNITY" CABLE (REF A) TO EXPEDITE POSSIBLE
SALE OF U.S. COMMODITIES. (NOTE: CONGEN HAS NO WTDR ON
WORTH TRADING ON FILE.)

2. IN LATER CONVERSATION, HO STILL DID NOT REVEAL BUYING COUNTRY,
LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 02 HONG K 02110 251022Z

BUT CONTEXT OF CONVERSATION SUGGESTED TO AGRICULTURAL OFFICER

THAT DESTINATION MIGHT WELL BE SAIGON. WHEN AGRICULTURAL OFFICER REMINDED HO OF U.S. RESTRICTIONS COVERING U.S.-VIETNAM TRADE, HO STATED THAT HE DID NOT WANT TO GET INVOLVED IN ANY ILLEGAL TRADE WHICH MIGHT RESULT IN U.S. "BLACKLISTING" HIM. HE THEN QUERIED ABOUT THE POSSIBILITY OF LIFTING U.S. TRADE EMBARGO WITH VIETNAM AND AGRICULTURAL OFFICER SAID HE WOULD ENQUIRE. IN THIS RESPECT, HO ALSO MENTIONED POTENTIAL U.S. MARKET FOR GOODS FROM VIETNAM TO MEET NEEDS OF LARGE NUMBER OF RECENTLY ARRIVED VIETNAMESE (A TRADE WHICH HE WOULD LIKE TO GET IN ON IF RESTRICTIONS WERE LIFTED).

3. IN OTHER REFERENCES TO VIETNAM, HO MENTIONED THAT FORMER AMERICAN PRESENCE THERE HAD RESULTED IN LARGE, INCREASINGLY UNSATISFIED DEMAND FOR U.S. PRODUCTS. AMONG THEM HE INCLUDED U.S. COTTON (ABOUT WHICH HE HAD MADE AN EARLIER INQUIRY TO A HONG KONG COTTON AGENT). HO ALSO STRESSED THE GROWING SHORTAGE OF SPARE PARTS FOR U.S. VEHICLES AND MACHINERY WHICH WAS NOW CREATING CRITICAL PROBLEMS IN SOUTH VIETNAM'S ECONOMY.

4. COMMENT: CONGEN TREASURY REPRESENTATIVE SHARPE SAYS THAT SAIGON BREWERY FAIRLY LARGE, FORMERLY AN EXPORTER OF BEER, AND MIGHT WELL NEED LARGE QUANTITY OF HOPS. AGRICULTURAL OFFICER ROUGH ESTIMATE INDICATES THAT 50 TONS OF HOPS MIGHT MEET BREWING REQUIREMENTS FOR THE PRODUCTION OF 6-7 MILLION GALLONS OF BEER (AT ONE-HALF POUND PER 31-GALLON BARREL) WHICH WOULD INDICATE SIZEABLE END-USER (OR NUMBER OF END-USERS).

5. ACTION REQUESTED: ETSD PLEASE CONTACT REFERENCED U.S. SUPPLIERS (REF A) AND ALERT THEM OF THIS DEVELOPMENT, REGRETTING INCONVENIENCE BUT REMINDING THEM THAT THE TRADE OPPORTUNITY WAS PRESENTED IN GOOD FAITH. ALSO, WOULD APPRECIATE LATEST READING ON OUTLOOK FOR LIFTING OF USG RESTRICTIONS ON TRADE WITH VIETNAM.
CROSS

LIMITED OFFICIAL USE

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: AGRICULTURAL COMMODITIES, REEXPORTS, TRADE CONTROLS
Control Number: n/a
Copy: SINGLE
Draft Date: 25 FEB 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: morefirh
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976HONGK02110
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760070-0960
From: HONG KONG
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19760215/aaaaamxb.tel
Line Count: 97
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION AGR
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: morefirh
Review Comment: n/a
Review Content Flags:
Review Date: 21 APR 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <21 APR 2004 by greeneet>; APPROVED <06 JUL 2004 by morefirh>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: VIETNAM--POSSIBLE DIVERSION OF U.S. AGRICULTURAL COMMODITIES
TAGS: EAGR, EEWT, VS, VN, US, WORTH TRADING COMPANY, (HO, PAUL)
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006